

Message Text

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PAGE 01 WARSAW 02901 071441Z
ACTION EUR-12

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TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 4368

UNCLAS WARSAW 2901

COMMERCE FOR BEWT/TDAD

EO 11652: NA
TAGS: BEXP PL
SUBJ: TRADE OPPORTUNITY - NEEDLE PRODUCTION MACHINERY

1. MR. GEORGE OSYPOWICZ, DIRECTOR OF THE WARSAW OFFICE OF DONAU TRADING COMPANY (REPRESENTED J.I. CASE AND OTHER FIRMS) HAS INFORMED US OF A TRADE OPPORTUNITY OF POSSIBLE SIGNIFICANCE FOR AN AMERICAN FIRM.

2. ACCORDING TO MR. OSYPOWICZ, THE POLISH GVERNMENT DEFINITELY PLANS TO BUY A COMPLETE NAUFACTURING LINE FOR THE PRODUCTION OF NEEDLES FOR THE TEXTILE INDUSTRY. OSYPOWICZ ESTIMATES CONTRACTS WORTH \$5 MILLION WILL BE SIGNED OVER THE NEXT TWO YEARS TO IMPORT THIS MACHINERY FROM THE WEST.

3. OSYPOWICZ SAYS SUCH MACHINERY IS MANUFACTURED IN THE UNITED STATES BY THE TORRINGTON CO., TORRINGTON, CONN. HE SAYS ALTHOUGH TORRINGTON IS ALREADY SUPPLYING NEEDLES TO POLAND THROUGH A EUROPEAN SUBSIDIARY, AND THE SALE OF NEEDLE-MAKING MACHINERY WOULD HURT ITS DIRECT SALES, POLAND'S PURCHASE OF THIS MACHINERY IS INEVITABLE. OSYPOWICZ SAYS THAT IF TORRINGTON CANNOT OFFER A LINE, THE POLES WILL NOT HESITATE TO BUY THE MACHINERY FROM
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TORRINGTON'S COMPETITOR, GROSSBACHER, GMBH IN WEST GERMANY, OR FROM SOME OTHER FIRM.

4. OSYPOWICZ'S INTEREST IS TO HAVE DONAU APPOINTED TORRINGTON'S AGENT TO TRY TO WIN THIS PROJECT. OSYPOWICZ HAS ASKED FOR OUR ASSITANCE IN MAKING CONTACT WITH TORRINGTON.

5. OSYPOWICZ IS A RELIABLE AND ENERGETIC PERSON WITH GOOD CONTACTS, AND WE THINK IT WOULD BE WORTHWHILE FOR TORRINGTON AT LEAST TO DISCUSS AN ARRANGEMENT WITH HIM. OSYPOWICZ SAYS HE IS READY TO START WORK IMMEDIATELY AND TO TRAVEL TO THE UNITED STATES IN MAY OF TORIINGTON'S ANSWER IS POSITIVE.

6. THE TDC HAS CONFIRMED THE EXISTENCE OF THIS TRADE OPPORTUNITY WITH METAEXPORT, WHICH APPRATENTLY WOULD BE THE IMPORTER OF THE MACHINERY. A METAEXPORT OFFICIAL RECENTLY TOLD US AT LEAST TWO POLISH PLANTS HAVE ASKED FOR SUCH MACHINERY AND THAT THE POLES INTEND TO BUY IT.

7. ACTION REQUESTED: USDOC PLEASE CONTACT TORRINGTON AND ADVISE THE COMPANY OF THE ABOVE. TORRINGTON CAN EITHER COMMUNICATE DIRECTLY WITH OSYPOWICZ (TELEX 814640) OR THE TDC WILL BE GLAD TO PASS A MESSAGE. IN ANY CASE, WE RECOMMEND PROMPT ACTION AND WOULD LIKE TO KNOW THE OUTCOME.
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NNN

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